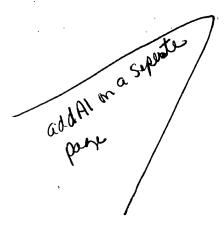What is claimed is:

1   1.   A method for facilitating negotiation of document content, the method comprising:

2   creating a database of document template content;

3   receiving commands from a first party to create a document for negotiating;

4   selecting content from said database based on receipt of said commands;

5   associating said selected content with a first document;

6   notifying a second party as to the existence of said first document;

7   receiving proposed edits to said first document based on information from said

8   second party;

9   creating a revision history based on said proposed edits;

10   associating said revision history with said document;

11   receiving proposed further edits based on information from said first party; and

12   supplementing said revision history based on said proposed further edits.

1   2.   A method for facilitating negotiation of a contract, the method comprising:

2   creating a system database including a plurality of standard contract clauses;

3   receiving a command from a first user to construct a user-specific database;

4   in response to receiving a command, selecting one of said plurality of standard

5   clauses from said system database; and

6   associating said selected one of said plurality of standard clauses with said user-

7   specific database.

1   3.   The method of claim 2 further comprising:

2   receiving a command to select a contract template using said user-specific

3   database;

4   creating a proposed contract using the selected contract template; and

5   notifying a second party of the existence of said proposed contract.

1   4.   The method of claim 3 further comprising:

2   creating a negotiation history file associated with said proposed contract;

3   receiving proposed edits to said proposed contract based on information from said

4 second party;

5   creating a revision history based on said proposed edits; and

6   storing said revision history in said negotiation history file.

1 5.   A method for operating a contracts exchange, the method comprising:

2   creating a standard clause database associated with the exchange;

3   registering a plurality of users;

4   creating a member database for each of said plurality of registered members;

5   for a first one of said plurality of registered members associating with the

6 corresponding member database a first set of standard clauses from said standard clause

7 database; and

8   for a second one of said plurality of registered members, associating with the

9 corresponding member database a second set of standard clauses from said standard clause

10 database;

11   wherein said first and said second set of standard clauses differ from one another.

1 6.   A method for creating a contracts exchange, the method comprising:

2   registering a first user;

3   receiving, in electronic form, a first contract from said first user;

4   identifying a plurality of clauses in said first contract;

5   creating a clause database associated with said first user using the identified

6 plurality of clauses;

7   registering a second user;

8   receiving in electronic form, a contract from said second user;

9   identifying a plurality of clauses in said contract from said second user; and

10   creating a user clause database associated with said second user using the

11 identified plurality of clauses in said contract from said second user.

1 7.   A method for securely maintaining contract negotiation history, the method

2 comprising:

3   permitting a first party and a second party access to a computer-based contract

4 negotiation tool;

5   assembling a draft contract in accordance with commands from the first party;

6   presenting said draft to said second party;

7   inserting proposed revisions into said draft in accordance with commands from

8 said second party;

9   automatically creating a contract negotiation history using information related to

10 said proposed draft and said proposed revisions; and

11   storing said contract negotiation history.

1 8.   The method of claim 7 wherein said step of storing comprises protecting the stored

2 contract negotiation history from being edited.

1 9.   The method of claim 7 wherein said step of storing comprises preventing revision

2 of stored contract negotiation history while permitting addenda to said stored contract

3 negotiation history.

1 10.   A method for controlling an on-line negotiation process, the method comprising;

2   registering a first party and a second party for a negotiation regarding a contract

3 wherein each party comprises a plurality of users;

4   defining negotiation privileges for each of the users of said first party;

5   defining negotiation privileges for each of the users of said second party;

6   creating a proposed contract;

7   storing the contract at a contract exchange; and

8   permitting a level of access to said contract for a user commensurate with

9 negotiation privileges defined for said user.

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